
Department of Economic Development



Department Description

The mission of the Department of Economic Development is to provide excellence in leadership, policy and programs to create a business climate enabling public-private linkages which result in capital investment, a diversified economic base, and quality job opportunities for all Louisiana citizens.

The goals of the Department of Economic Development are:

- I. Be the catalyst for retaining, creating, and increasing jobs and business opportunities for all Louisiana citizens.
- II. Be the leader in Louisiana's efforts to cultivate a diversified, technology-driven economic development environment by growing Vision 2020 targeted industries.
- III. Create a new and positive image for Louisiana.
- IV. Be the catalyst for a stable business environment in Louisiana.
- V. Be an award-winning, certified enterprise for quality, professionalism, and customer focus.

The Department of Economic Development is comprised of two agencies: Office of the Secretary and Office of Business Development.

For additional information, see:

[Department of Economic Development](#)

[Vision 2020](#)

Department of Economic Development Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 27,033,546	\$ 40,272,841	\$ 42,837,060	\$ 36,838,441	\$ 37,938,118	\$ (4,898,942)
State General Fund by:						
Total Interagency Transfers	1,128,753	50,000	235,632	50,000	800,000	564,368
Fees and Self-generated Revenues	1,084,941	2,092,693	2,092,693	1,025,441	1,006,541	(1,086,152)
Statutory Dedications	32,182,144	23,211,913	50,471,344	23,233,450	27,267,366	(23,203,978)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	60,285	150,000	550,000	0	0	(550,000)
Total Means of Financing	\$ 61,489,669	\$ 65,777,447	\$ 96,186,729	\$ 61,147,332	\$ 67,012,025	\$ (29,174,704)
Expenditures & Request:						
Office of the Secretary	\$ 3,668,897	\$ 3,927,131	\$ 4,248,229	\$ 3,978,121	\$ 4,193,015	\$ (55,214)
Office of Business Development	57,820,772	61,850,316	91,938,500	57,169,211	62,819,010	(29,119,490)
Total Expenditures & Request	\$ 61,489,669	\$ 65,777,447	\$ 96,186,729	\$ 61,147,332	\$ 67,012,025	\$ (29,174,704)
Authorized Full-Time Equivalents:						
Classified	75	74	74	74	76	2
Unclassified	26	26	26	26	24	(2)
Total FTEs	101	100	100	100	100	0



05-251 — Office of the Secretary

Agency Description

The mission of the Office of the Secretary is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The overall goal of the Office of the Secretary is to provide leadership for the creation/implementation of effective policies and programs which enhance economic development throughout Louisiana.

The Office of the Secretary has one program: Executive and Administration Program.

Office of the Secretary Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 3,078,670	\$ 3,328,097	\$ 3,649,195	\$ 3,379,087	\$ 3,386,249	\$ (262,946)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	183,260	189,452	189,452	189,452	339,629	150,177
Statutory Dedications	406,967	409,582	409,582	409,582	467,137	57,555
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 3,668,897	\$ 3,927,131	\$ 4,248,229	\$ 3,978,121	\$ 4,193,015	\$ (55,214)
Expenditures & Request:						
Administration	\$ 3,668,897	\$ 3,927,131	\$ 4,248,229	\$ 3,978,121	\$ 4,193,015	\$ (55,214)
Total Expenditures & Request	\$ 3,668,897	\$ 3,927,131	\$ 4,248,229	\$ 3,978,121	\$ 4,193,015	\$ (55,214)
Authorized Full-Time Equivalents:						
Classified	25	25	25	25	24	(1)
Unclassified	5	5	5	5	7	2
Total FTEs	30	30	30	30	31	1



251_1000 — Administration

Program Authorization: R.S. 36:101 et seq.; R.S. 36:4 et seq.; R.S. 51:2383; R.S. 51:935; as amended by Acts 6, 7, 8, 9 and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Executive and Administration Program is to provide leadership, along with quality administrative and legal services, which sustains and promotes a globally competitive business climate that retains, creates, and attracts quality jobs and increased investment for the benefit of the people of Louisiana.

The goals of the Executive and Administration Program are:

- I. Establish internal structure and processes that enable the Department to accomplish its mission, and create an environment that attracts/retains a talented staff and promotes teamwork.
- II. Review laws, policies, and rules that impact economic development and the management of the department; promulgate or recommended changes as appropriate.
- III. Promote collaborations among governmental units, businesses, and non-profit organizations to advance economic development in the state.
- IV. Pursue funding and resources necessary to make Louisiana globally competitive in terms of business recruitment, retention and entrepreneurship.

The Executive and Administration Program has four activities: Office of the Secretary, Office of Management and Finance, Legal, and Internal Audit.

- The Office of the Secretary provides leadership and quality administrative services, which sustains and promotes a globally competitive business climate for retention, creation, and attraction of quality jobs and increased investment to the state.
- Office of Management and Finance ensures that all programs in the Department are provided support services to accomplish all of their program objectives.
- Legal provides legal services and advice on regulatory matters to all Department divisions, and legal research and counsel necessary to carry out economic development pursuits. Included in Legal is the approval and monitoring of all contracts administered by the Department.
- The Internal Audit activity provides internal controls through performance, management, financial and operational reviews.



Administration Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 3,078,670	\$ 3,328,097	\$ 3,649,195	\$ 3,379,087	\$ 3,386,249	\$ (262,946)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	183,260	189,452	189,452	189,452	339,629	150,177
Statutory Dedications	406,967	409,582	409,582	409,582	467,137	57,555
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 3,668,897	\$ 3,927,131	\$ 4,248,229	\$ 3,978,121	\$ 4,193,015	\$ (55,214)
Expenditures & Request:						
Personal Services	\$ 2,289,625	\$ 2,478,269	\$ 2,478,269	\$ 2,588,982	\$ 2,809,400	\$ 331,131
Total Operating Expenses	386,839	601,448	589,680	599,352	593,202	3,522
Total Professional Services	281,270	78,353	275,229	29,834	29,353	(245,876)
Total Other Charges	509,385	693,063	793,331	759,953	761,060	(32,271)
Total Acq & Major Repairs	201,778	75,998	111,720	0	0	(111,720)
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 3,668,897	\$ 3,927,131	\$ 4,248,229	\$ 3,978,121	\$ 4,193,015	\$ (55,214)
Authorized Full-Time Equivalents:						
Classified	25	25	25	25	24	(1)
Unclassified	5	5	5	5	7	2
Total FTEs	30	30	30	30	31	1

Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues and Statutory Dedications. The Fees and Self-generated Revenues are derived from the collection of certain specified fees from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Louisiana Economic Development Fund, based upon Act 34 of the 1991 Regular Session and cash from investments. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8 and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development Fund. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)



Administration Statutory Dedications

Fund	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 406,967	\$ 409,582	\$ 409,582	\$ 409,582	\$ 467,137	\$ 57,555

Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 321,098	\$ 321,098	0	Mid-Year Adjustments (BA-7s):
\$ 3,649,195	\$ 4,248,229	30	Existing Oper Budget as of 12/03/04
Statewide Major Financial Changes:			
33,772	33,772	0	Annualize Classified State Employee Merits
22,904	22,904	0	Classified State Employees Merit Increases
2,505	2,505	0	Civil Service Training Series
19,830	19,830	0	State Employee Retirement Rate Adjustment
19,445	19,445	0	Group Insurance for Active Employees
49,420	49,420	0	Group Insurance for Retirees
(1,805)	(1,805)	0	Group Insurance Base Adjustment
75,271	75,271	0	Salary Base Adjustment
(131,947)	(131,947)	0	Attrition Adjustment
(75,998)	(75,998)	0	Non-Recurring Acquisitions & Major Repairs
(321,098)	(321,098)	0	Non-recurring Carryforwards
(3,144)	(3,144)	0	Risk Management
5,747	5,747	0	Legislative Auditor Fees
(297)	(297)	0	UPS Fees
(182)	(182)	0	Civil Service Fees
(11)	(11)	0	CPTP Fees
3,816	3,816	0	Office of Computing Services Fees
Non-Statewide Major Financial Changes:			
(32,013)	(32,013)	0	Reduce funding for auto maintenance, software maintenance, placeware, miscellaneous, dues and subscriptions and supplies.
139,704	347,436	1	This adjustment provides for realignment changes of expenditures and a position at the department, which will focus on the basics of recruitment, retention, and entrepreneurship; the local nature of economic development; and teamwork. The cluster concept will be adapted to better fit our state and our resources, to promote job growth/ improvement and increased capital investment in Louisiana.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(68,865)	(68,865)	0	Group Insurance Funding from Other Line Items.
\$ 3,386,249	\$ 4,193,015	31	Recommended FY 2005-2006
\$ 0	\$ 0	0	Less Governor's Supplementary Recommendations
\$ 3,386,249	\$ 4,193,015	31	Base Executive Budget FY 2005-2006
\$ 3,386,249	\$ 4,193,015	31	Grand Total Recommended

Professional Services

Amount	Description
\$10,000	Legal services for personnel matters
\$19,353	Planning, proposal development, feasibility studies, training, management assistance and any other services deemed necessary
\$29,353	TOTAL PROFESSIONAL SERVICES

Other Charges

Amount	Description
	Other Charges:
\$10,000	Special Marketing funds provided for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$350,500	Funding for the Department's e-readiness plan to complete Information Technology (IT) projects to web-enable the top business processes of the Department. Initiatives include: intellectual property database, site selection database, website enhancements, etc.
\$360,500	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$11,330	Funding for the Department Civil Service
\$1,264	Division of Administration - Comprehensive Public Training Program (CPTP)
\$4,923	Funding for Uniform Payroll System (UPS)
\$46,575	DPS - Security of Capitol Annex
\$22,618	Funding for State Treasury Fees
\$37,596	Risk Management
\$64,179	Legislative Auditor Expenses
\$28,816	Office of Computing Services - State Email Services
\$12,159	Office of State Mail - Postage
\$126,100	Office of Telecommunications - Telephone & Telegraph
\$45,000	University of Louisiana at Lafayette - Business Directory - LACES
\$400,560	SUB-TOTAL INTERAGENCY TRANSFERS
\$761,060	TOTAL OTHER CHARGES



Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2005-2006.

Performance Information

1. (KEY) To establish a culture of marketing and recruitment by providing administrative oversight and leadership necessary to ensure that at least 90% of all department objectives are achieved annually.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values				
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006
K	Percent of department objectives achieved (LAPAS CODE - 14008)	90.0%	84.3%	90.0%	90.0%	90.0%
S	Percent of LED staff reporting job satisfaction (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	85.0%
	This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.					

2. (KEY) To ensure quality support services as evidenced by having no repeat audit findings.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level	Performance At Executive Budget Level
		FY 2003-2004	FY 2003-2004	FY 2004-2005	FY 2004-2005	FY 2005-2006	FY 2005-2006
K	Number of repeat audit findings (LAPAS CODE - 14021)	0	0	0	0	0	0

3. (KEY) Take an active role in promoting a fair and equitable business environment by standardizing business permitting processes by June 30, 2010.

Louisiana: Vision 2020 Link: Related to Objective 2.8: To have an equitable tax structure, regulatory climate, and civil justice system conducive to business retention and the creation and growth of innovative companies

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level	Performance At Executive Budget Level
		FY 2003-2004	FY 2003-2004	FY 2004-2005	FY 2004-2005	FY 2005-2006	FY 2005-2006
K	Number of improvements made in business permitting (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	3	3

This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.

4. (KEY) Promote Louisiana as a preferred location to do business by participating in 20 national/international Vision 2020 targeted industry trade shows annually.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
K	Number of Vision 2020 targeted industry trade shows participated in (LAPAS CODE - 15565)	20	7	20	20	20	20
S	Number of project selection lists where Louisiana is a preferred location (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	3	3
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.							

5. (KEY) Develop a statewide comprehensive marketing strategy by December 31, 2005.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
K	Percent of statewide comprehensive marketing strategy complete (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	100%	100%
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.							



Administration General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Louisiana per capita income (LAPAS CODE - 14013)	\$ 23,334	\$ 24,454	\$ 25,446	\$ 26,100	\$ Not Available
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business Income figures revised by the Bureau of Economic Analysis in April, 2004. Unemployment figures revised by the U.S. Department of Labor. Estimates of April, 2004. These estimates will be revised in April, 2005.					
U.S. per capita income (LAPAS CODE - 14014)	\$ 29,451	\$ 30,413	\$ 30,941	\$ 31,632	\$ Not Available
SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis, Survey of Current Business Income figures revised by the Bureau of Economic Analysis in April, 2004. Unemployment figures revised by the U.S. Department of Labor. Estimates of April, 2004. These estimates will be revised in April, 2005.					
Louisiana per capita income as a percent of U.S. per capita income (LAPAS CODE - 14015)	79.23%	80.41%	82.24%	82.51%	Not Available
Income figures revised by the Bureau of Economic Analysis in April, 2004. Unemployment figures revised by the U.S. Department of Labor. Estimates of April, 2004. These estimates will be revised in April, 2005.					
Louisiana unemployment rate (LAPAS CODE - 14016)	5.5	5.7	6.3	6.6	Not Available
SOURCE: Louisiana Department of Labor. These figures do not include persons not in the labor force by desire and availability for work. The reported figure represents the rate as of December.					
U.S. unemployment rate (LAPAS CODE - 14017)	4.0	4.7	6.0	6.0	Not Available
SOURCE: U.S. Department of Labor, Bureau of Labor Statistics. Does not include persons not in the labor force by desire and availability for work. The reported figure represents the annual average.					
Advanced Materials (Companies) (LAPAS CODE - 15567)	Not Applicable	Not Applicable	517	487	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Agriculture/Food/Forestry (Companies) (LAPAS CODE - 15568)	Not Applicable	Not Applicable	2,181	2,214	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Biotechnology/Biomedical (Companies) (LAPAS CODE - 15569)	Not Applicable	Not Applicable	540	550	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Durable Goods (Companies) (LAPAS CODE - 15570)	Not Applicable	Not Applicable	1,218	1,266	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Energy/Oil & Gas (Companies) (LAPAS CODE - 15571)	Not Applicable	Not Applicable	3,089	2,962	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Entertainment (Companies) (LAPAS CODE - 15572)	Not Applicable	Not Applicable	228	273	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Technology (Companies) (LAPAS CODE - 15573)	Not Applicable	Not Applicable	2,247	2,235	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Technology Cluster currently includes only Information Technology.					
Logistics/Transportation (Companies) (LAPAS CODE - 15574)	Not Applicable	Not Applicable	8,546	8,380	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Petrochemical/Environmental Technology (Companies) (LAPAS CODE - 15575)	Not Applicable	Not Applicable	653	639	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in calendar years shown.					
Non-Specified Manufacturing (Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	632	679	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Total Cluster (Companies) (LAPAS CODE - 15577)	Not Applicable	Not Applicable	19,851	19,685	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Total Other (Companies) (LAPAS CODE - 15578)	Not Applicable	Not Applicable	95,064	95,973	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Total Other category is largely comprised of the retail industry.					
Statewide Total (Companies) (LAPAS CODE - 15579)	Not Applicable	Not Applicable	114,915	115,658	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Advanced Materials (Jobs) (LAPAS CODE - 16960)	Not Applicable	Not Applicable	17,511	14,919	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Agriculture/Food/Forestry (Jobs) (LAPAS CODE - 16961)	Not Applicable	Not Applicable	50,955	50,366	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Biotechnology/Biomedical (Jobs) (LAPAS CODE - 16962)	Not Applicable	Not Applicable	5,569	5,422	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Durable Goods (Jobs) (LAPAS CODE - 16963)	Not Applicable	Not Applicable	40,491	39,448	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Energy/Oil & Gas (Jobs) (LAPAS CODE - 16964)	Not Applicable	Not Applicable	92,019	89,042	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Entertainment (Jobs) (LAPAS CODE - 16965)	Not Applicable	Not Applicable	897	3,068	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Technology (Jobs) (LAPAS CODE - 16966)	Not Applicable	Not Applicable	27,981	27,158	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Technology Cluster currently includes only Information Technology.					
Logistics/Transportation (Jobs) (LAPAS CODE - 16967)	Not Applicable	Not Applicable	122,779	120,830	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Petrochemical/Environmental Technology (Jobs) (LAPAS CODE - 16968)	Not Applicable	Not Applicable	24,051	22,954	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Non-Specified Manufacturing (Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	6,780	6,794	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Total Cluster (Jobs) (LAPAS CODE - 16970)	Not Applicable	Not Applicable	389,033	380,001	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Total Other (Jobs) (LAPAS CODE - 16971)	Not Applicable	Not Applicable	1,439,756	1,411,012	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Total Other category is largely comprised of the retail industry.					
Statewide Total (Jobs) (LAPAS CODE - 16972)	Not Applicable	Not Applicable	1,828,789	1,791,013	Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown.					
Advanced Materials (Average Wages) (LAPAS CODE - 16973)	\$ Not Applicable	\$ Not Applicable	\$ 743,170,310	\$ 717,440,361	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Agriculture/Food/Forestry (Average Wages) (LAPAS CODE - 16974)	\$ Not Applicable	\$ Not Applicable	\$ 1,685,235,282	\$ 1,697,358,317	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					

Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Biotechnology/Biomedical (Average Wages) (LAPAS CODE - 16975)	\$ Not Applicable	\$ Not Applicable	\$ 192,270,874	\$ 192,290,073	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Durable Goods (Average Wages) (LAPAS CODE - 16976)	\$ Not Applicable	\$ Not Applicable	\$ 1,469,196,215	\$ 1,468,855,696	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Energy/Oil & Gas (Average Wages) (LAPAS CODE - 16977)	\$ Not Applicable	\$ Not Applicable	\$ 4,937,544,893	\$ 4,863,092,548	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Entertainment (Average Wages) (LAPAS CODE - 16978)	\$ Not Applicable	\$ Not Applicable	\$ 23,938,140	\$ 41,998,033	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Technology (Average Wages) (LAPAS CODE - 16979)	\$ Not Applicable	\$ Not Applicable	\$ 1,132,925,881	\$ 1,083,408,067	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Technology Cluster currently includes only Information Technology. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Logistics/Transportation (Average Wages) (LAPAS CODE - 16980)	\$ Not Applicable	\$ Not Applicable	\$ 4,626,690,236	\$ 4,686,797,840	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Petrochemical/Environmental Technology (Average Wages) (LAPAS CODE - 16981)	\$ Not Applicable	\$ Not Applicable	\$ 1,503,559,148	\$ 1,451,789,531	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Non-Specified Manufacturing (Average Wages) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 178,974,558	\$ 187,210,827	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Total Cluster (Average Wages) (LAPAS CODE - 16983)	\$ Not Applicable	\$ Not Applicable	\$ 16,493,505,537	\$ 16,390,241,293	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Total Other (Average Wages) (LAPAS CODE - 16984)	\$ Not Applicable	\$ Not Applicable	\$ 37,702,377,023	\$ 38,148,645,919	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. The Total Other category is largely comprised of the retail industry. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Statewide Total (Average Wages) (LAPAS CODE - 16985)	\$ Not Applicable	\$ Not Applicable	\$ 54,195,882,560	\$ 54,538,887,212	\$ Not Available
SOURCE: Louisiana Department of Labor Unemployment Tax Counts (BlueBook). These figures represent the average of the four reported quarters in the calendar years shown. For 2002, the average wage of targeted clusters is \$42,396 and the average wage of non-cluster industries is \$26,187. For 2003, the average wage of targeted clusters is \$43,132 and the average wage of non-cluster industries is \$27,036.					
Advanced Materials (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	6	12	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Agriculture/Food/Forestry (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	50	74	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Biotechnology/Biomedical (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	1	6	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Durable Goods (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	73	68	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Energy/Oil & Gas (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	34	31	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Entertainment (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	5	8	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Technology (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	12	24	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Technology Cluster currently includes only Information Technology.					
Logistics/Transportation (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	21	24	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Petrochemical/Environmental Technology (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	60	70	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Total Cluster (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	262	317	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Other (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	434	363	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Total Other category is largely comprised of the retail industry.					
Statewide Total (Advance Notice Companies) (LAPAS CODE - New)	Not Applicable	Not Applicable	696	680	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Advanced Materials (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	69	362	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Agriculture/Food/Forestry (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	666	1,144	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Biotechnology/Biomedical (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	10	36	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Durable Goods (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	1,434	1,465	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Energy/Oil & Gas (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	344	728	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Entertainment (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	13	387	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Technology (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	250	2,309	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Technology Cluster currently includes only Information Technology.					
Logistics/Transportation (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	999	693	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Petrochemical/Environmental Technology (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	444	1,399	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Cluster (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	4,229	8,523	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Other (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	10,188	9,474	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Total Other category is largely comprised of the retail industry.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Statewide Total (Permanent Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	14,417	17,997	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Advanced Materials (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	0	351	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Agriculture/Food/Forestry (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	587	1,410	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Biotechnology/Biomedical (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	50	210	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Durable Goods (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	792	471	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Energy/Oil & Gas (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	4,304	1,554	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Entertainment (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	162	405	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Technology (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	84	15	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Technology Cluster currently includes only Information Technology.					
Logistics/Transportation (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	435	478	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Petrochemical/Environmental Technology (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	8,756	5,962	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Cluster (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	15,170	10,856	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Other (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	11,950	9,487	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Total Other category is largely comprised of the retail industry.					
Statewide Total (Construction Jobs) (LAPAS CODE - New)	Not Applicable	Not Applicable	27,120	20,343	Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Advanced Materials (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 29,420,000	\$ 81,365,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					



Administration General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Agriculture/Food/Forestry (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 92,810,539	\$ 244,952,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Biotechnology/Biomedical (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 10,000,000	\$ 17,620,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Durable Goods (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 116,776,042	\$ 80,264,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Energy/Oil & Gas (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 3,374,456,521	\$ 764,175,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Entertainment (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 4,353,000	\$ 34,774,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Technology (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 10,450,001	\$ 55,836,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Technology Cluster currently includes only Information Technology.					
Logistics/Transportation (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 90,234,819	\$ 47,253,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Petrochemical/Environmental Technology (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 2,241,237,713	\$ 2,363,497,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Cluster (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 5,969,738,635	\$ 3,689,736,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					
Total Other (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 1,336,339,886	\$ 909,295,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003. The Total Other category is largely comprised of the retail industry.					
Statewide Total (Investment) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ 7,306,078,521	\$ 4,599,031,000	\$ Not Available
SOURCE: Advance Notices filed with the Department for calendar years 2002 and 2003.					



05-252 — Office of Business Development

Agency Description

The mission of the Office of Business Development is to implement strategies that will contribute to building a higher value-added economy, thereby increasing opportunities, incomes and wealth, by improving capacity through education and training, infrastructure, financial and social capital, and collaboration.

The overall goal of the Office of Business Development is to utilize a cluster-based economic development approach in order to be flexible and responsive, and to leverage resources through collaborations with industry, government and education, and regional and local economic development groups.

The Office of Business Development has two programs: Business Development Program and Business Incentives Program.

The Business Retention and Assistance division provides assistance to small businesses in Louisiana. A substantial portion of small businesses are family-owned, minority-owned, and/or women-owned. Research has found that low income parents who start microenterprise businesses are capable of earning higher levels of income than low-wage jobs. Recent national statistics regarding TANF recipients participating in microenterprise programs show that there was an 85% increase in participants who were working and a 160% decrease in participants who were receiving TANF funds. Even those TANF participants who did not go on to start a small business still earned 14% more than TANF recipients who did not participate.

Office of Business Development Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 23,954,876	\$ 36,944,744	\$ 39,187,865	\$ 33,459,354	\$ 34,551,869	\$ (4,635,996)
State General Fund by:						
Total Interagency Transfers	1,128,753	50,000	235,632	50,000	800,000	564,368
Fees and Self-generated Revenues	901,681	1,903,241	1,903,241	835,989	666,912	(1,236,329)
Statutory Dedications	31,775,177	22,802,331	50,061,762	22,823,868	26,800,229	(23,261,533)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	60,285	150,000	550,000	0	0	(550,000)
Total Means of Financing	\$ 57,820,772	\$ 61,850,316	\$ 91,938,500	\$ 57,169,211	\$ 62,819,010	\$ (29,119,490)
Expenditures & Request:						
Business Development Program	\$ 28,902,183	\$ 45,291,467	\$ 51,882,728	\$ 40,549,077	\$ 46,726,988	\$ (5,155,740)
Business Incentives Program	28,918,589	16,558,849	40,055,772	16,620,134	16,092,022	(23,963,750)
Cluster Services	0	0	0	0	0	0



Office of Business Development Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Total Expenditures & Request	\$ 57,820,772	\$ 61,850,316	\$ 91,938,500	\$ 57,169,211	\$ 62,819,010	\$ (29,119,490)
Authorized Full-Time Equivalents:						
Classified	50	49	49	49	52	3
Unclassified	21	21	21	21	17	(4)
Total FTEs	71	70	70	70	69	(1)



252_1000 — Business Development Program

Program Authorization: R.S. 51:2311 et. seq.; R.S. 51:2315; R.S. 51:2331; R.S. 51:2341 et. seq.; R.S. 51:2377 et. seq.; Acts 6, 7, 8, 9 and 12 of the 2001 Regular Legislative Session. R.S. 36:108 as amended by Acts 6, 7, 8, 9 and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Business Development Program is to diversify and grow Louisiana's economy by linking business, academia and government to retain, expand and attract businesses and to maintain and advance economic development vitality in Louisiana through economic research and technical assistance, greater awareness of and access to funding, technology and international resources, vital business retention and assistance services, and university and government relationships with the business community.

The goals of the Business Development Program are:

- I. To meet or exceed customers' needs or expectations.
- II. To provide quality communication and access to services in order to expand economic development activities.
- III. To coordinate and collaborate with allies to impact activities of common initiatives.
- IV. To improve Louisiana's image nationally and internationally by promoting the state as the place in which to live, work, visit and do business.
- V. Market Vision 2020 targeted industries to foster recruitment, retention and expansion of businesses.
- VI. Promote regionalism as an effective economic development tool.

The Business Development Program supports statewide economic development by providing expertise and incremental resources to leverage business opportunities:

- Encouragement and assistance in the start-up of new businesses.
- Opportunities for expansion and growth of existing business and industry.
- Partnering relationships with communities for economic growth.
- Learning and career development opportunities for the state's workforce.
- Expertise in the development and optimization of global opportunities for trade and inbound investments.
- Protection and growth of the state's military presence.
- Economic development research to identify growth potential and maintain competitiveness.
- Communication, advertising, and marketing of the state as a premier location to do business.

The Business Development Program has four business development activities: Community Outreach Services, Business Development Services, Research Services, and Communications and Marketing Service.

- The Community Outreach Services activity works with local economic development organizations, local communities, small businesses, and entrepreneurs to increase their competitiveness in the global economy through asset development, infrastructure development, capacity development, and increased access to technology. The Community Outreach Services activity has four focus areas: Small Business Assistance, Workforce Development, Community Development and Regional Representatives.
- The Business Development Services activity markets the state nationally and internationally as the premier location to do business. The activity attracts new sustainable business opportunities for the state, focusing on the Vision 2020 targeted industries and the state's military installations, by combining industry and economic development expertise.
- The Research Services activity measures economic development performance, impacts and opportunities to identify potential for growth and to monitor the state's competitiveness in attracting business and industry.
- The Communications and Marketing Services activity maintains a presence for the state in global advertising media and at global marketing opportunities. The activity develops marketing materials for the state's targeted industries and for directed project proposals.

For additional information, see:

Office of Business Development

Business Development Program Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 23,954,876	\$ 36,894,546	\$ 39,137,667	\$ 33,409,156	\$ 34,551,869	\$ (4,585,798)
State General Fund by:						
Total Interagency Transfers	1,128,753	50,000	235,632	50,000	800,000	564,368
Fees and Self-generated Revenues	186,001	1,182,000	1,182,000	75,000	111,010	(1,070,990)
Statutory Dedications	3,572,268	7,014,921	10,777,429	7,014,921	11,264,109	486,680
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	60,285	150,000	550,000	0	0	(550,000)
Total Means of Financing	\$ 28,902,183	\$ 45,291,467	\$ 51,882,728	\$ 40,549,077	\$ 46,726,988	\$ (5,155,740)
Expenditures & Request:						
Personal Services	\$ 3,252,199	\$ 4,002,400	\$ 4,002,400	\$ 4,104,618	\$ 4,136,385	\$ 133,985
Total Operating Expenses	505,946	729,019	729,019	740,590	686,279	(42,740)
Total Professional Services	1,885,136	1,612,310	2,240,452	1,692,696	5,897,570	3,657,118
Total Other Charges	23,235,552	38,947,738	44,910,857	34,011,173	36,006,754	(8,904,103)
Total Acq & Major Repairs	23,350	0	0	0	0	0



Business Development Program Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 28,902,183	\$ 45,291,467	\$ 51,882,728	\$ 40,549,077	\$ 46,726,988	\$ (5,155,740)
Authorized Full-Time Equivalents:						
Classified	31	30	30	30	39	9
Unclassified	20	20	20	20	17	(3)
Total FTEs	51	50	50	50	56	6

Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues, Statutory Dedications and Interagency Transfers. The Fees and Self-generated Revenues are derived from contributions from economic development allies for foreign representation in Europe and from certain specified fees collected from businesses applying for business incentives granted by the department. The Statutory Dedications are derived from the Small Business Surety Bonding Fund which was recreated by Act 9 of the 2001 Regular Session, the Marketing Fund based on Act 7 of the 2001 Regular Session, and the Louisiana Economic Development (LED) Fund in accordance to Act 34 of the 1991 Regular Session. The LED funds are utilized for administrative support in the Executive Activity and for technical assistance of the Small and Emerging Business Development Program. The Louisiana Economic Development Fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8 and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Fund were eliminated and subsequently merged into the Louisiana Economic Development. Interagency Transfers are from the Department of Environmental Quality for environmental based initiatives. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)

Business Development Program Statutory Dedications

Fund	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 377,891	\$ 3,814,921	\$ 7,314,921	\$ 3,814,921	\$ 4,017,005	\$ (3,297,916)
Small Business Surety Bonding Fund	1,167,438	1,200,000	1,200,000	1,200,000	1,014,604	(185,396)
Marketing Fund	2,026,939	2,000,000	2,262,508	2,000,000	6,232,500	3,969,992



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 2,243,121	\$ 6,591,261	0	Mid-Year Adjustments (BA-7s):
\$ 39,137,667	\$ 51,882,728	50	Existing Oper Budget as of 12/03/04
Statewide Major Financial Changes:			
26,460	26,460	0	Annualize Classified State Employee Merits
27,270	27,270	0	Classified State Employees Merit Increases
36,625	36,625	0	State Employee Retirement Rate Adjustment
34,588	34,588	0	Group Insurance for Active Employees
43,015	43,015	0	Group Insurance for Retirees
(29,115)	(29,115)	0	Group Insurance Base Adjustment
128,266	128,266	0	Salary Base Adjustment
(181,996)	(181,996)	0	Attrition Adjustment
(2,243,121)	(3,091,261)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
0	75,000	0	Funding provided for the recruitment of prospective investors from Europe to enhance Louisiana's marketing efforts. A BA-7 was approved by JLCB on December 17, 2004 to provide for this increase in FY 2004-2005.
0	(3,500,000)	0	Non-recurring adjustment for a BA-7 providing funding for the statutorily dedicated Louisiana Economic Development (LED) Fund. This BA-7 was approved by the Joint Legislative Committee on the Budget (JLCB) on November 19, 2004 to provide one-time funding to Northrop Grumman to modernize the Avondale Shipyard.
1,538,250	1,538,250	0	Funding provided to the England Economic and Industrial Development District for repayment of debt service for public infrastructure to construct a manufacturing facility in Alexandria, Louisiana for Union Tank Car. FY 2005-2006 is the first year of a 15 year commitment.
16,000	16,000	0	Funding provided for educational opportunities and competency requirements to each of the eight economic development regional representatives.
(2,000)	(2,000)	0	Reduce funding for film processing by the Film and Television staff.
(22,240)	(22,240)	0	Reduce funding for GMAB-Misc PS.
(1,998)	(1,998)	0	Reduce funding for Special Marketing.
(13,556)	(13,556)	0	Reduce funding for the Small Business Development Centers.
(9,379)	(9,379)	0	Reduce funding for the Greater BR Econ Partnership.
(12,059)	(12,059)	0	Reduce funding for Greater New Orleans Development Foundation.
(7,644)	(7,644)	0	Reduce funding for Northeast Louisiana Economic Alliance formerly known as Macon Ridge.
(4,020)	(4,020)	0	Reduce funding for South Louisiana Economic Council.
(96,250)	(96,250)	0	Reduce funding for Chemical & Bio Training.
(2,700)	(2,700)	0	Reduce funding for Consortium for Education, Research & Technology.
(97,000)	(97,000)	0	Reduce funding for the GMP Labs.
(10,421)	(10,421)	0	Reduce funding for the National Center for Advanced Manufacturing.
(10,942)	(10,942)	0	Reduce funding for the Partnership for Tech & Inn.
(5,498)	(5,498)	0	Reduce funding for Career Builders.
(12,250)	(12,250)	0	Reduce funding for the Golf Classic Golf Tournament.
(13,028)	(13,028)	0	Reduce funding for the Independence Bowl.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(12,158)	(12,158)	0	Reduce funding for the New Orleans Bowl.
(38,211)	(38,211)	0	Reduce funding for the Nokia Sugar Bowl.
(6,948)	(6,948)	0	Reduce funding for CORA.
(1,725)	(1,725)	0	Reduce funding for the Louisiana Furnishings Industry.
(50,000)	(50,000)	0	Reduce funding for Other Charges.
(6,699)	(6,699)	0	Reduce funding for the LTTO/LSU LA Bus & Tech Center.
(74,437)	(74,437)	0	Reduce funding for the LA Council for Education.
0	4,232,500	0	One time funding provided for advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development clusters and any other services deemed necessary.
(139,704)	98,390	6	This adjustment provides for realignment changes of expenditures and a position at the department, which will focus on the basics of recruitment, retention, and entrepreneurship; the local nature of economic development; and teamwork. The cluster concept will be adapted to better fit our state and our resources, to promote job growth/improvement and increased capital investment in Louisiana.
(75,000)	(75,000)	0	Expenses associated with the 2004 National Baptist Convention.
0	(1,182,000)	0	The State's commitment of a loan guaranty is no longer necessary due to the loan associated with the Alliance Compressors being paid in FY 2003-2004. A BA-7 was approved by JLCB on December 17, 2004 to reduce the FY 2004-2005 Fees and Self-generated Revenues.
(296,055)	(296,055)	0	Reduction required by the UNO Avondale Tech Center Project to reduce expenditures to meet debt service obligations in FY 2005-2006 as provided in the terms of the contract. The FY 2005-2006 budget amount will be \$4,366,470.
0	(185,396)	0	Reduction to reflect fund balance for FY 2005-2006. The Small Business Bonding Program is appropriated \$1,200,000 in statutory dedications for FY 2004-2005. Based on current cash flow projections, the fund balance will be approximately \$1,000,000.
(131,835)	(131,835)	0	Reduction due to the anticipated needs of the three wet lab facilities in Shreveport, New Orleans, and Baton Rouge for FY 2005-2006.
0	750,000	0	This adjustment will provide funding for the Microenterprise Initiative from Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.
500,775	500,775	0	Funding provided for the Louisiana Technology Park to align recommended budget with anticipated expenditure requirements for FY 2005-2006.
0	(150,000)	0	Economic Development Authority-This federal grant expires in March 2005.
(50,000)	(50,000)	0	Funding provided for the National Hot Air Balloon Championship to be held at the Pennington Biomedical Research Center in Baton Rouge.
(25,000)	(25,000)	0	Funding provided to Mid City Redevelopment Alliance for community revitalization efforts.
(25,000)	(25,000)	0	Funding provided for the Sabine River Authority.
(50,000)	(50,000)	0	Funding provided for the Ouachita Economic Development Corporation.
(75,000)	(75,000)	0	Funding provided for expenses of the Red Fish Tournament.
(125,000)	(125,000)	0	Funding provided for the economic development efforts of the Minority Business Council.
(65,000)	(65,000)	0	Funding provided for the economic development efforts of the Renaissance Development Corporation.
(100,000)	(100,000)	0	Funding provided for expenses related to the Bayou Classic.
(50,000)	(50,000)	0	Funding provided for the economic development efforts of NEWCORP.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(25,000)	(25,000)	0	Funding provided for economic development efforts of the Carrollton Community Economic Development Corporation.
(100,000)	(100,000)	0	Funding provided for the North Shreveport Development Corporation.
(150,000)	(150,000)	0	Funding provided for the Southwest Partnership of Economic Development.
(35,000)	(35,000)	0	Funding provided for the Lower Ninth Ward Economic Development Festival.
(25,000)	(25,000)	0	Funding provided for the Southside Economic Development District.
(25,000)	(25,000)	0	Funding provided for the Alliance for Cardiovascular Researchers (ACR) for research projects.
(25,000)	(25,000)	0	Funding provided for cultural and economic development in Central City.
(100,000)	(100,000)	0	Funding provided for the Essence Music Festival.
(75,000)	(75,000)	0	Funding provided for economic development purposes for the city of Gretna.
(150,000)	(150,000)	0	Funding provided for the Algiers Economic Development Foundation.
(25,000)	(25,000)	0	Funding provided for the Monroe Downtown Development District.
(50,000)	(50,000)	0	Funding provided for the Franklin Parish Economic Development Foundation.
(500,000)	(500,000)	0	Funding provided to the South Louisiana Economic Council for the Advanced Technology Center.
(100,000)	(100,000)	0	Funding provided for the New Orleans Idea Village
(75,000)	(75,000)	0	Funding provided for the Washington Parish Economic Development Foundation.
(20,000)	(20,000)	0	Funding provided for the Lower Ninth Ward Small Business Resource Institute.
(40,000)	(40,000)	0	Funding provided to the Northwest Louisiana Strategic Action Council for community and economic development planning.
(200,000)	(200,000)	0	Funding provided for economic development purposes through the Center for Business Research at LSU - Shreveport.
(60,000)	(60,000)	0	Funding provided for the Southern Hills Business Association for economic development purposes.
(20,000)	(20,000)	0	Funding provided for the LSU - Shreveport Institute for Human Services and Public Policy.
(110,000)	(110,000)	0	Funding provided for Scotlandville Economic Development in conjunction with Southern University.
(50,000)	(50,000)	0	Funding provided for the Jefferson Economic Development Commission.
(25,000)	(25,000)	0	Funding provided for the Baton Rouge Convention and Visitor's Bureau for the Sports Economic Development Initiative.
(25,000)	(25,000)	0	Funding provided for the music in schools program administered by the Baton Rouge Blues Foundation.
(25,000)	(25,000)	0	Funding provided for the Louisiana Black History Hall of Fame.
(50,000)	(50,000)	0	Funding provided for the Volunteers of America Lighthouse Project.
(75,000)	(75,000)	0	Funding provided for the Acadiana Economic Development Authority.
(250,000)	(250,000)	0	Funding provided for the Central Louisiana Economic Development Alliance (CLEDA).
(50,000)	(50,000)	0	Funding provided for the Enterprise Center of Louisiana.
(35,000)	(35,000)	0	Funding provided for economic development efforts of the Central City Economic Development Corporation.
(75,000)	(75,000)	0	Funding provided for economic development efforts in Leesville.
(50,000)	(50,000)	0	Funding provided for economic development efforts in DeRidder.
(5,000)	(5,000)	0	Funding provided for economic development efforts in the city of Baker.
(5,000)	(5,000)	0	Funding provided for economic development efforts in the city of Zachary.
(77,603)	(77,603)	0	Group Insurance Funding from Other Line Items.



Major Changes from Existing Operating Budget (Continued)

General Fund	Total Amount	Table of Organization	Description
(56,455)	(56,455)	0	Retirement Funding from Other Line Items
\$ 34,551,869	\$ 46,726,988	56	Recommended FY 2005-2006
\$ 6,747,916	\$ 6,747,916	0	Less Governor's Supplementary Recommendations
\$ 27,803,953	\$ 39,979,072	56	Base Executive Budget FY 2005-2006
Supplementary - Fiscal Year 2003-2004 General Fund Surplus and Mineral Revenue Audit and Settlement Fund monies to defease debt in Fiscal Year 2004-2005			
359,160	359,160	0	Funding provided to the Independence Bowl Foundation in Shreveport, Louisiana.
335,217	335,217	0	Funding provided for the Greater New Orleans, Inc. to host the New Orleans Bowl.
1,053,539	1,053,539	0	Funding provided to the Nokia Sugar Bowl to be a member of the College Football Alliance.
5,000,000	5,000,000	0	This adjustment represents one-half of the funding provided for the Governor's Economic Development Rapid Response Program, which provides a rapid response capability for securing economic development opportunities for the state.
Total Supplementary - Fiscal Year 2003-2004 General Fund Surplus and Mineral Revenue Audit and Settlement Fund monies to defease debt in Fiscal Year 2004-2005			
\$ 6,747,916	\$ 6,747,916	0	
\$ 34,551,869	\$ 46,726,988	56	Grand Total Recommended

Professional Services

Amount	Description
\$111,972	Funds provided for market research in each of the targeted cluster areas.
\$5,468,978	Provides advertising, promotion, and marketing related services for the Department's programs with emphasis on an economic approach targeted at identified economic development clusters and any other services deemed necessary.
\$23,770	Study assessments for the Governor's Military Advisory Board (GMAB) and to provide for any other professional services as deemed necessary.
\$49,990	Economic Development efforts in maintaining the military segment of the state economy.
\$92,860	Foreign Representatives - To promote trade and investment opportunities for Louisiana through foreign representative consultants to coordinate meetings with appropriate corporate decision makers in foreign countries.
\$150,000	Representative for Europe - Funding provided for the recruitment of prospective investors from Europe to enhance Louisiana's marketing efforts.
\$5,897,570	TOTAL PROFESSIONAL SERVICES



Other Charges

Amount	Description
Other Charges:	
\$371,259	Special Marketing - Funds are used for meetings with prospects, group activities, special events, and activities to promote economic activity and stimulate interest in Louisiana as a business location.
\$8,000	Special Marketing - Funds are used for special marketing events associated with the Military Advisory Board.
\$308,000	Small and Emerging Business Development - Technical assistance to provide funds for assisting certified small and emerging businesses by providing managerial and/or developmental assistance and technical assistance which includes entrepreneurial training and other specialized assistance to businesses. Funds will be provided for technical assistance through service providers.
\$1,014,604	Small Business Surety Bonding Program - Supports the Small and Emerging Business Development's effort to provide financial assistance to small businesses to mitigate gaps in the state surety bond market.
\$488,522	Small Business Development Centers (SBDC) - Provision of management assistance and business counseling to Louisiana small businesses.
\$337,996	Greater Baton Rouge Economic Partnership - Funding provided for an economic development program benefiting the nine-parishes in the Greater Baton Rouge area, to include marketing and cluster-based economic development initiatives that support Vision 2020 goals and the LEDC Economic Development Action Plan.
\$434,566	Greater New Orleans Development Foundation - Funding provided for the ten parish regional economic development organization in the Greater New Orleans area and to market the New Orleans region through cluster-based economic initiatives.
\$275,481	Northeast Louisiana Economic Alliance - Provides economic development services to the thirteen member-parishes of the northeast region of Louisiana
\$144,855	South Louisiana Economic Development Council - To advance and expand the existing strategic planning initiative (Bayou Vision) to plan, implement, and maintain community education, and economic development activities that result in the economic growth and diversification of the Bayou Region (Assumption, Lafourche, Terrebone and St. Mary Parishes).
\$544,000	Regional Representatives - The state's outreach arm, where regional representatives serve as a conduit to state resources for local development entities and support efforts to create, retain, expand, and recruit industries into the state.
\$400,000	Funding provided to the Department of Military Affairs - State of Louisiana (under the branch of Office of Homeland Security and Emergency Preparedness) for grants which will serve as local match to leverage federal dollars for homeland security projects that have an economic development impact.
\$97,300	Consortium for Education, Research & Technology of North Louisiana (CERT) - Funding provided for operational expenses to support the Consortium, a technology based economic development organization, in order to advance the 22 parish region's technology workforce, technology transfer and economic development.
\$1,800,000	Funding provided for operating expenses of the Good Manufacturing Practices (GMP) Gene Therapy Lab located in New Orleans.
\$2,890,609	Louisiana Technology Park - Provides funds for data center services, equipment lease and operating expenses of the technology park.
\$287,329	National Center for Advanced Manufacturing (NCAM) - Provides for operational expenses of the NCAM facility and development of new undergraduate and graduate level courses in advanced manufacturing utilizing advanced materials.
\$301,695	La Partnership for Technology and Innovation - Assist Louisiana technology-based startup and growing businesses in accessing funding sources, sales, research contracts, licensing revenue streams, etc. in order to promote the development and growth of such businesses.
\$4,366,470	University of New Orleans Research and Technology - Northrop Grumman Ship Systems - Avondale Operations - Design and construction of twelve vessels of the new PD-17 class. This represents the 9th year of a 15 year commitment of \$50 million.
\$2,054,349	Funding provided for operating expenses of the three wet labs in Baton Rouge, New Orleans and Shreveport.
\$151,598	Career Builders Program - An industry-led school-to-work partnership that links business and education to create a better workforce.
\$74,437	Marketing Education Initiatives - LA Council for Economic Education - Provide administrative services which will facilitate the planning, coordinating and performance of economic education activities of the state, Louisiana Council for Economic Education office and the eight university and college based Centers of Economic Education.
\$675,563	Marketing Education Initiatives - Marketing Education Retail Alliance (MERA) - This program rewards and motivates high school students throughout the state by providing enhanced and/or enriched learning opportunities. This program improves the visibility and understanding of lifetime skills available through marketing education, enhances the linkage between schools in Louisiana, national DECA, employment opportunities and the international marketing environment, improving the educational experiences available for Louisiana's young people, and upgrades technology in Louisiana schools and promote/encourage National Retail Skills Standards.



Other Charges (Continued)

Amount	Description
\$250,000	Marketing Education Initiatives - The Liberty Foundation - To organize, create and operate The New Orleans Customer Service Skills Center - East, to recruit and prepare individuals for long-term careers wherein strong customer service skills are a requirement; assisting both employers and potential employees by providing both with a central point for meeting their employment needs.
\$337,750	Funding provided for promotional and operational expenses of the FORE Kids Foundation to host the HP Classic Golf Tournament.
\$359,160	Independence Bowl - Augment funds available/required by the Independence Bowl Foundation to host the MainStay Independence Bowl in Shreveport, Louisiana.
\$335,217	New Orleans Bowl - Augment funds available/required by the New Orleans Bowl, Inc. to host the New Orleans Bowl.
\$1,053,539	Sugar Bowl - Augment funds available/required by the Sugar Bowl to be a member of the College Football Alliance.
\$191,552	Coordinating Organization Responsibility Authorities (CORA) - Renewal Communities - For economic development programs in distressed rural areas of the state through the Federal Renewal Communities (RC) Initiative.
\$105,577	Delta Regional Authority - Provides a state match requirement for administrative costs in order to receive \$5.3 million in federal funds for the four regions designated as renewal communities.
\$47,900	LA Furnishings Industry Association - Development, design and startup of industry retention programs, targeting in-state industries for expansion and startup, operating trade shows, participating in multi-state trade initiatives and other activities that promote the organization, communication and growth of the state's secondary forest products industry.
\$10,000,000	Funding provided for the Governor's Economic Development Rapid Response Program to provide a rapid response capability for securing economic development opportunities for the state.
\$200,000	Funding provided to support retaining military bases in New Orleans - prepare an in depth analysis of the strengths and weaknesses of the Military Facilities in Louisiana; prepare a written assessment of the current status and develop and execute a long range comprehensive strategy focused on protecting the military bases in Louisiana from damage resulting from decisions made during the Base Realignment and Closure Actions (BRAC) of May 2005.
\$3,500,000	Funding provided to University of New Orleans Center of Excellence for repayment of debt service for public infrastructure at Northrop Grumman Ship Systems - Avondale Operations. Fiscal Year 2005-2006 is the third year of a 20 year commitment.
\$1,538,250	Funding provided to the England Economic and Industrial Development District for repayment of debt service for public infrastructure to construct a manufacturing facility in Alexandria, Louisiana for Union Tank Car. FY 2005-2006 is the first year of a 15 year commitment.
\$750,000	Funding provided for the Microenterprise Initiative from Temporary Assistance to Needy Families (TANF) from the Department of Social Services. This initiative's intent is to help prepare citizens of the state to become economically self-sufficient through self-employment by enhancing their access to business capital, technical assistance, and training.
\$35,695,578	SUB-TOTAL OTHER CHARGES
	Interagency Transfers:
\$241,426	LSU A&M - Louisiana Business Technology Center - to match Louisiana businesses with resources of federal lab systems including NASA
\$8,102	Office of State Mail - Postage
\$61,648	Office of Telecommunications - State Telephone Services
\$311,176	SUB-TOTAL INTERAGENCY TRANSFERS
\$36,006,754	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2005-2006.



Performance Information

1. (KEY) To meet or exceed customer expectations as evidenced by achieving an 85% satisfaction (or higher) rating from stakeholders.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values				
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006
K	Percent of stakeholders satisfied with business development assistance (LAPAS CODE - New)	Not Applicable	95.5%	Not Applicable	Not Applicable	85.0%
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. However, this information has been tracked in the department before on a more limited basis in the program. Satisfaction levels have been reported by the Local Partners, TIM, and the Communication & Research divisions for the past several years. The 2003-2004 actual shown here represents an average of those reported for the year in those three activities. With the current indicator, all divisions in the program will be reporting satisfaction levels as a combined total for the entire program.						

2. (KEY) To effectively engage in collaborative initiatives and interactions to increase access to small business assistance/business development services, thereby having Louisiana certified small businesses exceed the national 2-year survival rate of small businesses annually.

Louisiana: Vision 2020 Link: Related to Objective 2.3: To increase the availability of capital for all stages of business development and provide management assistance to emerging businesses. Also related to Objective 2.3: To aggressively encourage and support entrepreneurial activity.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
K	Economic Development dollars brought into Louisiana through competitive grants (in millions) (LAPAS CODE - 14420)	\$ 8.0	\$ 2.0	\$ 2.5	\$ 2.5	\$ 1.5	\$ 1.5
The LEDC Board has not lifted the moratorium on the grant matching program. If the moratorium is lifted, targets will be adjusted.							
K	Percentage by which certified companies 2-year survival rate exceeds similar companies (LAPAS CODE - 14399)	10.0%	18.2%	10.0%	10.0%	10.0%	10.0%
The national standard for 2-year survival rate for all companies is 66% according to a 1997 study conducted by the Small Business Administration, Office of Advocacy. For companies certified by 2002, there is nearly an 85% survival rate, which exceeds the national standard by more than 18%.							
S	Three-year default rate on small business bond guarantees (LAPAS CODE - 1440)	15%	0	15%	15%	15%	15%
S	Private financing generated by Small Business Development Centers per state dollar invested (LAPAS CODE - 15580)	\$ 15	\$ 123	\$ 15	\$ 15	\$ 15	\$ 15

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Number of bond guarantees provided (LAPAS CODE - 6984)	Not Available	Not Available	3	10	20
Data prior to FY 2001-2002 is not available.					
Amount of bond guarantees provided (LAPAS CODE - 1009)	\$ Not Available	\$ Not Available	\$ 279,907	\$ 419,272	\$ 1,147,480
Data prior to FY 2001-2002 is not available.					
Total value of projects guaranteed with small business bonds (LAPAS CODE - 20307)	\$ Not Available	\$ Not Available	\$ 1,123,770	\$ 2,655,138	\$ 5,288,405
Data prior to FY 2001-2002 is not available.					
Amount of loans received by small businesses assisted at SBDCs (LAPAS CODE - New)	\$ Not Available	\$ Not Available	\$ 13,717,661	\$ 17,918,260	\$ 38,521,350
Data prior to FY 2001-2002 is not available.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Number of businesses assisted through counseling by SBDCs (LAPAS CODE - 7012)	Not Available	Not Available	4,297	4,271	4,318
Data prior to FY 2001-2002 is not available.					
Number of individuals trained by SBDCs (LAPAS CODE - 7011)	Not Available	Not Available	7,887	9,454	10,899
Data prior to FY 2001-2002 is not available.					
Number of projects involving local development officials by Regional Representatives (LAPAS CODE - 12550)	Not Available	Not Available	326	353	466
Data prior to FY 2001-2002 is not available.					
Number of collaborations/interactions on projects by Regional Representatives (LAPAS CODE - 12551)	Not Available	Not Available	104	148	359
Data prior to FY 2001-2002 is not available.					

3. (SUPPORTING) Manage a dynamic business development program to promote Louisiana entities and recruit investment in Louisiana employees, products, and services.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
S	Percent change in dollars spent by on-location filming from FY 2001- 2002 level (LAPAS CODE - 14436)	9%	-18%	9%	9%	10%	10%
This indicator was formerly reported as a straight dollar amount of on-location filming. It will now be reported as a percent change over the 2001-2002 level which was \$110 million.							
S	Dollars generated by music events for each state dollar spent (LAPAS CODE - 14433)	\$ 9	\$ 11	\$ 15	\$ 15	\$ 11	\$ 11
S	Number of global recruiting missions (LAPAS CODE - New)	Not Applicable	39	Not Applicable	Not Applicable	40	40



Performance Indicators (Continued)

L e v e l				Performance Indicator Values			
		Yearend		Performance	Existing	Performance At	Performance
	Performance Indicator	Performance	Actual Yearend	Standard as	Performance	Continuation	At Executive
	Name	Standard	Performance	Initially	Standard	Budget Level	Budget Level
		FY 2003-2004	FY 2003-2004	FY 2004-2005	FY 2004-2005	FY 2005-2006	FY 2005-2006
	This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. However, prior year actual data was available for this activity.						
S	Number of prospect visits to Louisiana (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	50	50
	This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.						
S	Percent change in military payroll jobs over prior year (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	0	0
	This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. Military payroll jobs in Louisiana major installations totaled 24,129 in FY 2003 (17,745 active duty military and 6,384 civilians with a total payroll of more than \$2.8 million.) With BRAC decisions during 2005 potentially negatively impacting military jobs in Louisiana, the desired standard is a minimum of no reduction in military jobs, therefore, a 0% change.						

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Dollars spent by on-location filming (in millions) (LAPAS CODE - 14436)	\$ Not Applicable	\$ Not Applicable	\$ 11.00	\$ 110.00	\$ 89.76
This was a new performance indicator for FY 2001-2002.					
Number of full-length productions shot in the state (LAPAS CODE - 1314)	Not Applicable	Not Applicable	2	7	27
The number of features shot in the state exceeded the expected number, but because the magnitude of a production's overall budget varies depending upon the type of production, the exact mix of studio, independent features, and other full-length productions is difficult to predict. Also, a television pilot is considerably lower in budget size than a feature film, but will have a greater economic impact if the pilot is picked up by a network or cable as a series. There are an unprecedented 3 television pilots shot in Louisiana - Nikki & Nora, Dean Koontz's Frenkenstein, and Thief. The unpredictable nature of forecasting when film and television productions have a green light (financing in place) to move from "in development" status to "in production" status makes it difficult for the agency to accurately forecast a fiscal year of financial data. The Motion Picture Incentive Act has been an effective tool for increasing the overall film and television activity but it is not an effective tool for forecasting specific activity numbers. As of the first quarter of FY 04-05, there are four higher budgeted studio feature film under production in the state.					
Number of potential film and television projects worked (LAPAS CODE - 15584)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	291
This was a new performance indicator for FY 2003-2004.					
Percent of potential projects worked that were shot in Louisiana (LAPAS CODE - 15585)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	23.4%
This was a new performance indicator for FY 2003-2004.					
Dollar amount of Prime Military Contract Awards in Louisiana (in billions) (LAPAS CODE - New)	\$ Not Applicable	\$ 1.5	\$ 1.7	\$ Not Available	\$ Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Active duty military personnel at major installations in Louisiana (LAPAS CODE - New)	Not Applicable	15,723	16,459	17,745	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Civilian personnel at major installations in Louisiana (LAPAS CODE - New)	Not Applicable	7,073	7,044	6,384	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Total personnel at major installations in Louisiana (LAPAS CODE - New)	Not Applicable	22,796	23,503	24,129	Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Total military payroll outlay in Louisiana (in billions) (LAPAS CODE - New)	\$ Not Applicable	\$ 1.4	\$ 1.5	\$ 1.6	\$ Not Available
SOURCE: Atlas/Data Abstract for the United States and Selected Areas, U.S. Department of Defense, Statistical Information Analysis Division (SIAD)					
Number of Louisiana companies assisted in exporting (LAPAS CODE - 6998)	Not Applicable	3,052	340	397	Not Available
Prior year actuals include double counts and "other" assists, such as those to ports, airports, local governments, and universities. Data reported in FY 2002-2003 will include only a count of the number of Louisiana companies assisted.					
Collaborations with Cluster Directors in identifying international business opportunities for Vision 2020 Cluster companies (LAPAS CODE - 15409)	Not Applicable	Not Applicable	Not Applicable	13	Not Available
This was a new performance indicator for FY 2002-2003.					

4. (KEY) To develop and improve the skill sets of Louisiana citizens through collaborations with the State's universities and community and technical colleges and to foster technology transfer out of the state's university system.

Louisiana: Vision 2020 Link: Related to Objective 2.4: To provide effective mechanisms for industry access to university-based technologies and expertise

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Explanatory Note: SBIR is a highly competitive program that encourages small business to explore their technological potential and provides the incentive to profit from its commercialization. By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated and the United States gains entrepreneurial spirit as it meets its specific research and development needs. STTR is an important new small business program that expands funding opportunities in the federal innovation research and development arena. Central to the program is expansion of the public/private sector partnership to include the joint venture opportunities for small business and the nation's premier nonprofit research institutions. STTR's most important role is to foster the innovation necessary to meet the nation's scientific and technological challenges in the 21st century.

SBIR Phase I is the start-up phase. Awards of up to \$100,000 for approximately 6 months support exploration of the technical merit or feasibility of an idea or technology. Basically, this effort is to prove a concept. Phase II awards of up to \$750,000, for as many as 2 years, to develop a working prototype. During this time, the research and development work is performed, and the developer evaluates commercialization potential. Only Phase I award winners are considered for Phase II. Phase III is the period during which the Phase II innovation moves from the laboratory into the marketplace. There are no funds to support this phase.

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values				
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level
		FY 2003-2004	FY 2003-2004	FY 2004-2005	FY 2004-2005	FY 2005-2006
K	Percent of capacity building initiatives benefiting rural areas (LAPAS CODE - New)	Not Applicable	25%	Not Applicable	Not Applicable	25%
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. However, the TIM activity was reporting the number of initiatives and the number of initiatives benefiting rural areas as performance indicators in the past. The actual yearend performance for FY 2003-2004 reflects the percent calculation of these two indicators. In other words, 3 of the 12 initiatives reported in FY 2003-2004 benefited rural areas.</p> <p>The existing performance standard for the number of initiatives is 12 and the number benefiting rural areas is 3. The existing performance standard would be 25%.</p>						
S	Percent change in SBIR/STTR funding over prior year (LAPAS CODE - New)	Not Applicable	93.75%	Not Applicable	Not Applicable	5.00%
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. However, the TIM activity was reporting the dollar amount of SBIR funding as performance indicators in the past. The actual yearend performance for FY 2003-2004 reflects the percent calculation of that indicator. In other words, Louisiana obtained \$2.9 million in FY 2000-2001 and \$3.2 million in FY 2001-2002 for an increase of 10.34%. By obtaining funding under the Phase Zero (planning phase) program, Louisiana's funding nearly doubled, from \$3.2 million in SBIR grants in FY 2002-2003 to \$6.2 million in FY 2003-2004 for an increase of 93.75%. The continuation level is inclusive of STTR funding.</p>						

5.(KEY) To improve the state's ranking by at least four economic development national ranking groups.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable



Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
K	Number of national ranking reports showing Louisiana with an improved state ranking over previous periods (LAPAS CODE - 15583)	2	2	2	2	4	4

6. (KEY) To assist employers to coalesce into Vision 2020 industry clusters by recruiting, retaining, or expanding targeted companies and achieving an 85% satisfaction level among targeted businesses assisted with marketing.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
K	Percent of targeted businesses satisfied with marketing assistance (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	85%	85%
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.							
S	Number of linkages between education, business and/or government for value-added growth in Vision 2020 targeted industries (LAPAS CODE - New)	229	521	237	237	500	500

This performance indicator has been collapsed for FY 2005-2006.



Performance Indicators (Continued)

L e v e l	Performance Indicator Values					
	Performance Indicator Name	Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006
						Performance At Executive Budget Level FY 2005-2006
K	Number of projects resulting in recruitment, retention, and/or expansion of companies (LAPAS CODE - New)	Not Applicable	91	Not Applicable	Not Applicable	103
	This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. However, prior year actual data was available for this activity.					
K	Number of public infrastructure development projects (LAPAS CODE - New)	Not Applicable	42	Not Applicable	Not Applicable	42
	This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals. However, prior year actual data was available for this activity.					

Business Development Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Advanced Materials (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	87
The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.					
Agriculture/Food/Forestry (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	182
The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.					
Durable Goods (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	21
The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.					
Energy (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	24
The Energy Cluster now includes two former clusters: Energy, Oil & Gas and Petrochemical.					
The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.					
Entertainment (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	74
The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.					



Business Development Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Technology (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	70
<p>The Technology Cluster previously included only information technology. There were also 3 linkages previously reported in Biotechnology/Biomedical Cluster.</p> <p>The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.</p>					
Logistics/Transportation (Number of Linkages) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	60
<p>The linkages by cluster include business to business, business to academia, and business to government which were counted separately in past reporting periods.</p>					
Advanced Materials (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	1
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					
Agriculture/Food/Forestry (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	3
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					
Durable Goods (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	4
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					
Energy (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	11
<p>The Energy Cluster now includes two former clusters: Energy, Oil & Gas and Petrochemical.</p> <p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					
Entertainment (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	6
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					
Technology (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	5
<p>The Technology Cluster previously included only information technology. There were also 3 linkages previously reported in Biotechnology/Biomedical Cluster.</p> <p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					
Logistics/Transportation (Number of Public Infrastructure Projects) (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	12
<p>This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year actuals. However, prior year actual data was available for this activity.</p>					



252_2000 — Business Incentives Program

Program Authorization: R.S. 36:101 et. seq.; R.S. 25:315 et. seq.; R.S. 33:4702 (H); R.S. 51:941 et seq.; R.S. 51:2302; R.S. 47:3201-3205; R.S. 30:142D.5(a-c); R.S. 47:4301-4306; R.S. 47:34; R.S. 47:1951.1-1951.3; R.S. 39:991-997; R.S. 47:6005; R.S. 46:813-814; R.S. 17:3389; R.S. 51:1781-1787; R.S. 47:1121-1128; R.S. 51:938.1; Art. VII, Part II, Section 21 (F&I); as amended by Acts 6, 7, 8, 9, and 12 of the 2001 Regular Legislative Session.

Program Description

The mission of the Business Incentives Program is to create value for existing, expanding, and new businesses in Louisiana by providing quality assistance through marketing and administering tax, financial and other assistance products.

The goals of the Business Incentives Program are:

- I. Provide quality administrative services for resource service products.
- II. Raise awareness of resource service programs and products.
- III. Provide products that meet client needs and streamline business access to resource service products.

The Business Incentives Program administers the Department's business incentives products through the Louisiana Economic Development Corporation and the Board of Commerce and Industry. The Business Incentives Program has one activity: Business Incentives Services.

- The Business Incentives Services activity provides information and technical assistance to business and industry in applications for business tax incentives and financial assistance/capital programs administered by the Department. The activity encourages economic development, business expansion, and job creation by providing financial support through an array of incentive programs.

For additional information, see:

Office of Business Development

Business Incentives Program Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 0	\$ 50,198	\$ 50,198	\$ 50,198	\$ 0	\$ (50,198)
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	715,680	721,241	721,241	760,989	555,902	(165,339)



Business Incentives Program Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Statutory Dedications	28,202,909	15,787,410	39,284,333	15,808,947	15,536,120	(23,748,213)
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 28,918,589	\$ 16,558,849	\$ 40,055,772	\$ 16,620,134	\$ 16,092,022	\$ (23,963,750)
Expenditures & Request:						
Personal Services	\$ 999,001	\$ 1,263,223	\$ 1,263,223	\$ 1,323,924	\$ 816,712	\$ (446,511)
Total Operating Expenses	61,345	69,931	69,931	70,515	56,781	(13,150)
Total Professional Services	47,515	0	0	0	0	0
Total Other Charges	27,810,728	15,225,695	38,722,618	15,225,695	15,218,529	(23,504,089)
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 28,918,589	\$ 16,558,849	\$ 40,055,772	\$ 16,620,134	\$ 16,092,022	\$ (23,963,750)
Authorized Full-Time Equivalents:						
Classified	19	19	19	19	13	(6)
Unclassified	1	1	1	1	0	(1)
Total FTEs	20	20	20	20	13	(7)

Source of Funding

This program is funded with State General Fund, Fees and Self-generated Revenues and Statutory Dedications. The Fees and Self-generated Revenues are due to certain specified fees collected from businesses applying for business incentives granted by the department. Statutory Dedications are derived from the Louisiana Economic Development (LED) Fund, based upon Act 34 of the 2001 Regular Session. This fund includes cash from investments and vendor's compensation from the Department of Revenue and the Department of Public Safety. Acts 7, 8 and 9 of the 2001 Regular Session restructured the department; the Workforce Development and Training Fund and the Economic Development Award Program Fund were eliminated and subsequently merged into the Louisiana Economic Development Fund. (Per R.S. 39:36B.(8), see table below for a listing of expenditures out of each statutory dedicated fund.)

Business Incentives Program Statutory Dedications

Fund	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Louisiana Economic Development Fund	\$ 28,202,909	\$ 15,787,410	\$ 39,284,333	\$ 15,808,947	\$ 15,536,120	\$ (23,748,213)



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 23,496,923	0	Mid-Year Adjustments (BA-7s):
\$ 50,198	\$ 40,055,772	20	Existing Oper Budget as of 12/03/04
Statewide Major Financial Changes:			
\$ 0	\$ 10,510	0	Annualize Classified State Employee Merits
\$ 0	\$ 20,232	0	Classified State Employees Merit Increases
\$ 0	\$ 11,566	0	State Employee Retirement Rate Adjustment
\$ 0	\$ 14,824	0	Group Insurance for Active Employees
\$ 0	\$ 18,435	0	Group Insurance for Retirees
\$ 0	\$ (3,300)	0	Group Insurance Base Adjustment
\$ 0	\$ 11,125	0	Salary Base Adjustment
\$ 0	\$ (42,629)	0	Attrition Adjustment
\$ 0	\$ (23,496,923)	0	Non-recurring Carryforwards
Non-Statewide Major Financial Changes:			
\$ (33,259)	\$ 0	0	Adjustment provided to maximize other means of financing in this program.
\$ (16,939)	\$ (16,939)	0	Reduce funding due to attrition.
\$ 0	\$ (445,826)	(7)	This adjustment provides for realignment changes of expenditures and a position at the department, which will focus on the basics of recruitment, retention, and entrepreneurship; the local nature of economic development; and teamwork. The cluster concept will be adapted to better fit our state and our resources, to promote job growth/improvement and increased capital investment in Louisiana.
\$ 0	\$ (33,259)	0	Group Insurance Funding from Other Line Items.
\$ 0	\$ (11,566)	0	Retirement Funding from Other Line Items
\$ 0	\$ 16,092,022	13	Recommended FY 2005-2006
\$ 0	\$ 0	0	Less Governor's Supplementary Recommendations
\$ 0	\$ 16,092,022	13	Base Executive Budget FY 2005-2006
\$ 0	\$ 16,092,022	13	Grand Total Recommended

Professional Services

Amount	Description
	This program does not have funding for Professional Services for Fiscal Year 2005-2006.



Other Charges

Amount	Description
Other Charges:	
\$30,500	Funding to provide CPA Audit Services for the Louisiana Economic Development Corporation.
\$32,073	Funding to provide the local Planning Districts which are responsible for providing information to local officials, businesses and the general public on the Enterprise Zone Program as well as other business incentive programs. The Districts also provide Enterprise Zone maps to the Department, businesses and general public.
\$12,626,672	Financial Assistance - Louisiana Economic Development Corporation (LEDC) - To provide funding for: Louisiana Small Business Loan Program, Venture Capital Programs, Business and Industrial Development Corporation Programs (BIDCO), Micro Loan Program, and the Contract Loan Program and any other programs as approved by the Board of the LEDC. Also included is funding provided for miscellaneous loan related charges.
\$2,500,000	Workforce Development and Training Program - Funding to provide customized workforce training programs to existing and prospective Louisiana businesses as a means of : (1) improving the competitiveness and productivity of Louisiana's workforce and business community, (2) upgrading employee skills for new technologies or production processes, and (3) assisting Louisiana businesses in promoting employment stability.
\$15,189,245	SUB-TOTAL OTHER CHARGES
Interagency Transfers:	
\$11,686	Office of State Mail - State Mail Services
\$12,000	Office of Telecommunications - State Telephone Services
\$1,500	LASERS - Miscellaneous - Meeting Room Facilities
\$4,098	Office of State Registrar - Rule Publications
\$29,284	SUB-TOTAL INTERAGENCY TRANSFERS
\$15,218,529	TOTAL OTHER CHARGES

Acquisitions and Major Repairs

Amount	Description
	This program does not have funding for Acquisitions and Major Repairs for Fiscal Year 2005-2006.

Performance Information

- (KEY) Establish and maintain a 90% satisfaction level with LED services for all participants of incentive products administered by LED through the Board of Commerce and Industry (C&I) and through the Louisiana Economic Development Corporation (LEDC) Board.**

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable



Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level	Performance At Executive Budget Level
		FY 2003-2004	FY 2003-2004	FY 2004-2005	FY 2004-2005	FY 2005-2006	FY 2005-2006
K	Satisfaction level of incentive applicants to the C&I Board (LAPAS CODE - 20341)	Not Applicable	Not Applicable	85%	85%	90%	90%
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.							
K	Satisfaction level of incentive applicants to the LEDC Board (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	90%	90%
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.							

2. (KEY) Market incentive products so that a 90% satisfaction level is achieved among businesses and communities.

Louisiana: Vision 2020 Link: Related to Objective 2.3: To increase the availability of capital for all stages of business development and provide management assistance to emerging businesses. Also related to Objective 2.3: To aggressively encourage and support entrepreneurial activity.

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard	Actual Yearend Performance	Performance Standard as Initially Appropriated	Existing Performance Standard	Performance At Continuation Budget Level	Performance At Executive Budget Level
		FY 2003-2004	FY 2003-2004	FY 2004-2005	FY 2004-2005	FY 2005-2006	FY 2005-2006
K	Percent of participants rating workshops and briefings as informative/ effective (LAPAS CODE - 15587)	85%	90%	85%	85%	90%	90%



3. (SUPPORTING) Review at least 80% of all existing business resource products annually to assess effectiveness, and monitor 100% of all contracts to ensure compliance.

Louisiana: Vision 2020 Link: Related to Objective 2.1: To retain, modernize, and grow Louisiana's existing industries and grow emerging technology-based businesses through cluster-based development practices

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
S	Percent of business incentives services contracts monitored (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	Not Applicable	100%	100%
This is a new performance indicator for FY 2005-2006, therefore, there are no existing or prior year standards or actuals.							

4. (KEY) To engage in 150 collaborations/interactions with marketing on business recruitment or expansion projects annually.

Louisiana: Vision 2020 Link: Related to Objective 2.4: To provide effective mechanisms for industry access to university-based technologies and expertise

Children's Budget Link: Not Applicable

Human Resource Policies Beneficial to Women and Families Link: Not Applicable

Other Links (TANF, Tobacco Settlement, Workforce Development Commission, or Other): Not Applicable

Performance Indicators

L e v e l	Performance Indicator Name	Performance Indicator Values					
		Yearend Performance Standard FY 2003-2004	Actual Yearend Performance FY 2003-2004	Performance Standard as Initially Appropriated FY 2004-2005	Existing Performance Standard FY 2004-2005	Performance At Continuation Budget Level FY 2005-2006	Performance At Executive Budget Level FY 2005-2006
K	Number of collaborations/interactions on business recruitment, retention, or expansion projects (LAPAS CODE - 12586)	40	167	150	150	150	150



Business Incentives Program General Performance Information

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Number of EDAP projects approved and funded (LAPAS CODE - 12570)	12	5	8	25	32
Dollars approved for EDAP projects (LAPAS CODE - New)	\$ 3,600,103	\$ 1,252,300	\$ 3,892,045	\$ 19,473,184	\$ 19,792,069
Anticipated number of jobs created by EDAP applicants (LAPAS CODE - 12571)	1,473	385	660	3,610	3,069
Anticipated number of jobs retained by EDAP applicants (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	2,795	2,693
This is a new performance indicator for FY 2005-2006. However, prior year data was available for FY 2002-2003 and FY 2003-2004.					
Anticipated amount of capital invested by EDAP applicants (LAPAS CODE - New)	\$ 94,900,000	\$ 54,000,000	\$ 116,334,000	\$ 371,201,829	\$ 190,079,460
Number of Financial Assistance projects approved and funded (LAPAS CODE - 12579)	Not Applicable	29	28	34	40
This is an approximate value as prior data was reported in an "in millions" format.					
Dollars approved for Financial Assistance projects (LAPAS CODE - 12581)	\$ Not Applicable	\$ 8,800,000	\$ 14,151,778	\$ 18,281,881	\$ 12,783,762
This is an approximate value as prior data was reported in an "in millions" format.					
Anticipated number of jobs created by Financial Assistance applicants (LAPAS CODE - 12580)	Not Applicable	960	1,171	953	474
Number of jobs created and number of jobs retained has been reported as a combined figure in past reporting periods. Beginning in FY 2002-2003 the jobs are split into the two categories.					
Anticipated number of jobs retained by Financial Assistance applicants (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	175	340
Number of jobs created and number of jobs retained has been reported as a combined figure in past reporting periods. Beginning in FY 2002-2003 the jobs are split into the two categories.					
Anticipated amount of capital invested by Financial Assistance applicants (in millions) (LAPAS CODE - New)	\$ Not Applicable	\$ Not Applicable	\$ Not Applicable	\$ 6.76	\$ 8.90
This is a new performance indicator for FY 2005-2006. However, prior year data was available for FY 2002-2003 and FY 2003-2004.					
Number of Venture Capital projects approved and funded (out of total FA) (LAPAS CODE - 20431)	0	0	0	10	22
Dollars leveraged on approved funding for Venture Capital projects per state dollar (LAPAS CODE - 20432)	\$ 0	\$ 0	\$ 0	\$ 6.28	\$ 4.50
Number of Business Incentive projects approved (LAPAS CODE - 12582)	744	1,056	776	636	888
Anticipated number of permanent jobs created by Business Incentive applicants (LAPAS CODE - 1035)	11,896	19,405	13,077	14,560	15,738
Anticipated number of construction jobs created by Business Incentive applicants (LAPAS CODE - 12584)	30,617	34,153	39,160	30,756	34,769
Anticipated amount of capital invested by Business Incentive applicants (in billions) (LAPAS CODE - 1036)	\$ 3.1	\$ 6.3	\$ 4.1	\$ 5.6	\$ 4.8



Business Incentives Program General Performance Information (Continued)

Performance Indicator Name	Performance Indicator Values				
	Prior Year Actual FY 1999-2000	Prior Year Actual FY 2000-2001	Prior Year Actual FY 2001-2002	Prior Year Actual FY 2002-2003	Prior Year Actual FY 2003-2004
Number of Workforce Development projects approved and funded (LAPAS CODE - 1015)	4	5	5	5	6
Dollars approved and funded for Workforce Development projects (LAPAS CODE - New)	\$ 1,488,922	\$ 1,535,558	\$ 1,670,511	\$ 2,485,910	\$ 2,729,299
Number of Louisiana workers trained (LAPAS CODE - 1016)	1,675	1,355	1,519	800	1,517
Although the cost per trainee appears high during this fiscal year, the projects totaled \$61,602,585 in payroll for new jobs by the companies with only a \$2.5 million investment by the state.					
Average cost per trainee (LAPAS CODE - New)	\$ 888.91	\$ 1,133.25	\$ 1,099.74	\$ 3,107.39	\$ 1,799.14
Although the cost per trainee appears high during this fiscal year, the projects totaled \$61,602,585 in payroll for new jobs by the companies with only a \$2.5 million investment by the state.					
Number of new jobs created by applicants through Workforce Development projects (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	558	794
This was a new performance indicator for FY 2002-2003.					
Number of jobs retained by applicants through Workforce Development projects (LAPAS CODE - New)	Not Applicable	Not Applicable	Not Applicable	4,058	956
This was a new performance indicator for FY 2002-2003.					
Amount of capital invested by WFD applicants (LAPAS CODE - 10258)	\$ 112,277,161	\$ 804,458,842	\$ 37,469,420	\$ 282,874	\$ 508,923,731
Two of the contracts, Continental Structural Plastics and Gulf South Scaffolding, were second phases of training in multi-phase projects. There were new trainees for this reporting period for these companies (183), but the new capital investment for the entire projects were counted during a prior reporting period.					
Average salary of workers trained through WFD projects (LAPAS CODE - New)	\$ Not Applicable	\$ 18,088.02	\$ 26,825.08	\$ 28,957.41	\$ 40,560.08
Average hourly wage rate increase of workers trained over FY 2001 (LAPAS CODE - 12578)	Not Applicable	Not Applicable	48.3%	60.0%	124.0%
Average salary of workers trained was formerly reported as a percent increase over FY2001 salaries of workers trained. It was a new performance indicator for FY 2001-2002.					



252_3000 — Cluster Services

Program Description

Cluster Services Budget Summary

	Prior Year Actuals FY 2003-2004	Enacted FY 2004-2005	Existing 2004-2005	Continuation FY 2005-2006	Recommended FY 2005-2006	Total Recommended Over/Under EOB
Means of Financing:						
State General Fund (Direct)	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
State General Fund by:						
Total Interagency Transfers	0	0	0	0	0	0
Fees and Self-generated Revenues	0	0	0	0	0	0
Statutory Dedications	0	0	0	0	0	0
Interim Emergency Board	0	0	0	0	0	0
Federal Funds	0	0	0	0	0	0
Total Means of Financing	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Expenditures & Request:						
Personal Services	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Total Operating Expenses	0	0	0	0	0	0
Total Professional Services	0	0	0	0	0	0
Total Other Charges	0	0	0	0	0	0
Total Acq & Major Repairs	0	0	0	0	0	0
Total Unallotted	0	0	0	0	0	0
Total Expenditures & Request	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Authorized Full-Time Equivalents:						
Classified	0	0	0	0	0	0
Unclassified	0	0	0	0	0	0
Total FTEs	0	0	0	0	0	0



Major Changes from Existing Operating Budget

General Fund	Total Amount	Table of Organization	Description
\$ 0	\$ 0	0	Mid-Year Adjustments (BA-7s):
\$ 0	\$ 0	0	Existing Oper Budget as of 12/03/04
Statewide Major Financial Changes:			
Non-Statewide Major Financial Changes:			
0	0	0	
\$ 0	\$ 0	0	Recommended FY 2005-2006
\$ 0	\$ 0	0	Less Governor's Supplementary Recommendations
\$ 0	\$ 0	0	Base Executive Budget FY 2005-2006
\$ 0	\$ 0	0	Grand Total Recommended

